



Bob Lison  
**The Boeing Company**

# IDS Businesses

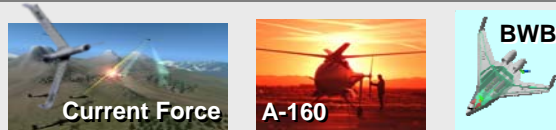
## Precision Engagement & Mobility Systems



## Network & Space Systems



## Support Systems



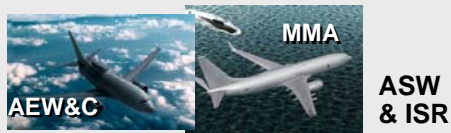
Advanced Systems





# IDS Businesses

## Precision Engagement & Mobility Systems



## Network & Space Systems

### Missile and Air Defense Systems



### Combat Systems

### C3 Networks



### Launch Systems

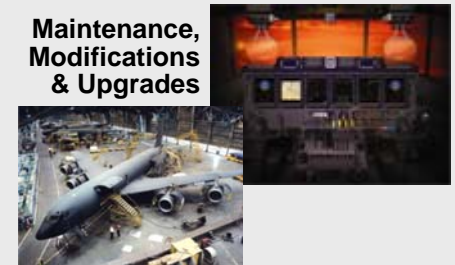


## Support Systems

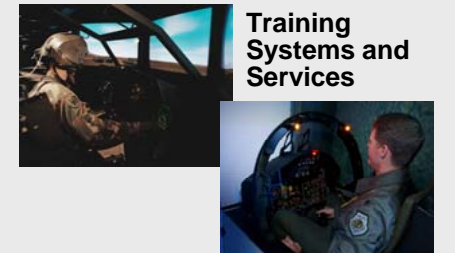
### Integrated Logistics



### Maintenance, Modifications & Upgrades



### Training Systems and Services



Advanced Systems

# Bottom Lines

## Integrated Defense Systems

- Teamwork is almost a way-of-life in the Security Assistance business
  - It can take varying forms
  - It can be formal or informal
  - It can be enthusiastic, or not
  - It can provide the winning edge
  - It can't always overcome a bad deal
- USG and Industry Driven by National Security Objectives
  - Provide Needed Capability to Allies and Coalition Partners
  - Provide Interoperability with US Forces
- And Economic Benefits
  - Lower Unit Cost for Domestic Acquisitions
  - Bridge Production Gaps

# C-17 Globemaster III Sale to Canada

## Integrated Defense Systems

- Direct Commercial Sale (DCS) of Four Aircraft to Canada → Boeing
- Foreign Military Sale of GFE, Support Equipment, Training and Five Years of Logistics Support → USAF/DSCA
- Integrated Team Approach to Coordinating, Negotiating and Executing the FMS Case and DCS Contract → AF/DSCA-Boeing



# KC-767A Tanker/Transport Sale to Italy

## Integrated Defense Systems

- Boeing Direct Commercial Sale
- USAF Assistance in Flight Testing
- FMS of Selected Equipment



# CH-47 Chinook Helicopter Accelerated Procurement Strategy

## Integrated Defense Systems

- Boeing Markets US Army D-models to Selected Countries for Direct Commercial Sale (DCS)
- US Army Allocates D-models Scheduled for Remanufacture to the F-model
- Return Credit from the Sale Allows Boeing to Deliver New-build F-model to US Army





# CH-47 Chinook Sales Campaign in India

Integrated Defense Systems

- U.S. Army Lease of CH-47 to Boeing for the Indian Air Show
- Flight Demonstrations and Static Display
- VIP Rides





# AH-64 Apache Longbow Foreign Military Sale to Singapore

## Integrated Defense Systems

- Customer Country Negotiated a Major End Item Price with Boeing
- Boeing Provided that Price to the Army Program Manager for use on the Letter of Offer and Acceptance (LOA)



# Used FA-18 offer to Czech Republic

## Integrated Defense Systems

- Canadian AF Identified Excess Aircraft to be Sold through Canadian Commercial Corporation
- USN would Provide Training and Support through FMS and under FMF
- Boeing Offered Upgrade Options to meet Desired Configuration



# Harpoon FMS Sale to Chile

## Integrated Defense Systems

- State Department, DOD and Boeing Teamed to Address Issues during Congressional Notification Process
- Boeing Assistance to Chile in Finding Third Party Financing



# Can we Improve our Teamwork? How?

## Integrated Defense Systems

- Yes, but remember that we are starting with something that is already working well
- We can begin with the processes
  - Both industry and government have a stake in improving the LOA generation process. Among other things, we need to focus on:
    - Better communication and coordination
    - Shorter process times
    - Avoiding surprises
  - We can all do a better job of planning for Congressional Notification
  - Export reform will be a significant enabler



# Can we Improve our Teamwork? How?

## Integrated Defense Systems

- We can continue to seek and apply innovative approaches
  - Hybrid Foreign Sales
  - Life Cycle Sustainment Packages for Foreign Customers
  - Resources for Pre-LOR activity
- There are opportunities for improving Inter-Agency and Inter-Service Teamwork
  - Bi-lateral Service Relations
  - Advocacy
  - Pre-LOA activity
  - 36B & 36C CN